



Company Name Greenlight Energy Inc.

Company Website https://gogreenlightenergy.com

**1. Legal name of Applicant and the name under which the Applicant proposes to do business in Delaware.**

Greenlight Energy Inc. d/b/a \_\_\_\_\_  
Name

☐ Applicants with a d/b/a must submit a copy of the Registration of Trade, Business & Fictitious Name Certificate for each of the three Delaware counties.

Provided in Exhibit \_\_\_\_\_

☐ Provide a list of names under which the Applicant, its Affiliated Interests, or any current or previous officer, director, or manager has previously done business in Delaware.

Provided in Exhibit \_\_\_\_\_

**1. Tax identification number:**

27-0318254  
Federal Tax ID Number

**2. Certifications:**

Certifications issued by the state of formation or incorporation that the Applicant is in good standing and qualified to do business in that state.

☒ Provide a Certificate of Good Standing issued by the Secretary of State of the state of formation or incorporation (if different from the State of Delaware) dated within the past 12 months certifying that the Applicant is in good standing and qualified to do business in Delaware. Provided in Exhibit A

☒ Provide a copy of the Applicants Business License certifying that the Applicant is registered and/or qualified to do business in the state of formation or incorporation (if different from the State of Delaware). Provided in Exhibit B

**3. Authority to do Business:**

Each Applicant will provide a copy of the following documentation:

☒ Provide a Certificate of Good Standing issued by the Delaware Secretary of State dated within the past 12 months certifying that the Applicant is in good standing and qualified to do business in Delaware. Provided in Exhibit C

- ☒ Provide a copy of the Applicants Delaware Business License certifying that the Applicant is registered and/or qualified to do business in Delaware. Provided in Exhibit D

**4. Delaware Registered Agent:**

Each Applicant shall provide a designation in writing of the name and address of a person resident within the State of Delaware upon which service of any notice, order or process may be made. This information must be updated if changed.

A Registered Agent, Inc.  
Name  
8 The Green, STE A  
Address  
Dover, DE 19901 (302) 288-0670  
Phone

**5. Leadership:**

Provide the names, titles, addresses, and telephone numbers of the Applicants' principal officers, directors, partners, or other similar officials. Provided in Exhibit E

**6. Corporate Structure:**

Each Applicant shall provide a description of the Applicant's corporate structure, including all parent, affiliated, and subsidiary companies. Additionally, please provide a graphical depiction of such structure. Provided in Exhibit E

Michael Hartofilis 100% owner  
no affiliates or subsidiary  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**7. Name, title, and telephone number of a Regulatory Contact Person:** This person will ordinarily be the initial point of contact for resolving complaints filed with the Commission. The Commission will also send any correspondence to this person. This information is required to be updated if there is a change.

John Mingrone  
Name of Regulatory Contact  
Director of Operations  
Title  
718-575-5084  
Telephone Number  
john@gogreenlightenergy.com  
Email Address

**8. Name, title, and telephone number of Complaint Contact Person:** If contact is different from the Regulatory Contact.

\_\_\_\_\_  
Name of Complaint Contact

\_\_\_\_\_  
Title

\_\_\_\_\_  
Telephone Number

\_\_\_\_\_  
Email Address

9. **Name, title, and telephone number of Applicant's Attorney:** This person will ordinarily be the initial point of contact for resolving complaints filed with the Commission. The Commission will also send any correspondence to this person. This information is required to be updated if there is a change.

\_\_\_\_\_  
Name of Attorney

\_\_\_\_\_  
Firm

\_\_\_\_\_  
Address

\_\_\_\_\_  
Telephone Number

\_\_\_\_\_  
Email Address

☒ No Attorney

10. **Toll-free telephone number of Applicants customer service department:** This number will be listed on the Commission's website as a resource for existing and potential customers.

888-453-4427

Toll-free customer service number

11. **Consent to Jurisdiction:** A statement consenting to the jurisdiction of the Delaware courts for acts or omissions arising from the Electric Supplier's and its Agent's in the State.

  
\_\_\_\_\_  
By (signature)

Michael Hartofilis

Typed or Printed Name

Vice President

Title

**12. Criminal activities statement:**

- ☐ A statement detailing any criminal activities, except for misdemeanors or lesser violations, of which the Applicant, any of its Affiliated Interests, officers, and directors (and prior officers and directors who left the Applicant's employ less than three (3) months before the filing of the application) have been convicted. Any criminal disclosure shall include a copy of any order of conviction and restitution. Provided in **Exhibit** \_\_\_\_\_
- ☒ Neither the Applicant nor its affiliated interests, officers or directors have been charged or convicted of any criminal activities.

**13. Performance Bonds:**

Each Applicant shall submit a copy of their performance bond or guarantee that they have obtained as security to the Electric Distribution Company if required in the Service Agreement between the Applicant and the Electric Distribution Company.

- ☐ Required information is provided in **Exhibit** \_\_\_\_\_
- ☒ Performance bond or guarantee not required

**14. Certified Financial Statements and other indicia of financial capability:** Applicants submitting European-style financial statements shall include a statement of similarity.

- ☒ Provide copies of certified financial statements (balance sheet, income statement, statement of cash flows current within twelve (12) months of the filing).  
Provided in **Exhibit** F (If publicly traded the Applicant must submit the certified financial statements AND its most recent annual report to the shareholders and SEC Form 10-K, or a link to the report on the SEC website. If not publicly traded, the Applicant must submit the accounting statements, including balance sheet and income statement, audited financial statements, bank account statements, tax returns or other indicia of financial capability, or if applicable, the certified financial statements of a publicly traded parent.)
- ☐ Other indicia of financial capability submitted in support of the application (should be current within twelve (12) months of the filing). Provided in **Exhibit** \_\_\_\_\_

**15. Bankruptcy disclosure:**

- ☐ See **Exhibit** \_\_\_\_\_ for detailed statement of all bankruptcy proceedings filed by the Applicant in the past 24 months
- ☒ Neither the Applicant nor its affiliated interests has filed bankruptcy in the past 24 months

**16. Compliance with Regional Requirements:**

- ☒ Proof of PJM Membership is provided in Exhibit 6

Provide a brief description of the Applicant's experience in the PJM regulated wholesale energy market or other regional energy markets:

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17. Provide a statement detailing that the Applicant has the technical ability to secure generation or otherwise obtain and deliver electricity through compliance with PJM's requirements.

Greenlight Energy Inc. has been a PJM member  
effectively since 9/10/2013. Successfully obtaining and  
delivering electric with PJM's requirements.

By (signature)

Michael Hartofilis

Typed or Printed Name

Vice President

Title

- 18. Description of the nature of the business being conducted:** Description of service, types of customers and geographic area to be served.

Description of service:

Types of Customers: *Check all that apply*

☒ Residential

☐ Large Commercial

☐ Industrial

☒ Small Commercial

Geographic Area: *Applicant should check one or both*

☒ Delmarva Power & Light Service Territory

☐ Delaware Electric Cooperative Services Territory

- 19. Relevant retail experience of each principal officer responsible for Delaware operations.** In order to fulfill the requirements of the Supplier Rules an Applicant must present

substantial evidence of technical and managerial competency the Applicant must submit, in an attachment, detailed professional resumes including dates, jobs/job titles and duties for each principal officer responsible for operations in Delaware.

☒ Provided in Exhibit H

- 20. List of states presently selling electric supply/broker services and a list of state with pending applications:** Please provide a list of the states in which the Applicant, or any of its affiliates, is now or has been engaged in the retail sale of electricity, status of the application (approved or pending), type of license, license number (if approved) or commission docket number (if pending):

State: <u>NY</u>	Status: <u>Approved</u>	Type of License: <u>ELS/NBS</u>	License No: <u>48776R</u>	Date Issued: <u>5/26/2009</u>
State: <u>NS</u>	Status: <u>Approved</u>	Type of License: <u>ELS/NBS</u>	License No: <u>ESL-017016SL-0149</u>	Date Issued: <u>04/2012</u>
State: <u>MD</u>	Status: <u>Approved</u>	Type of License: <u>ELS/NBS</u>	License No: <u>IR-3109</u>	Date Issued: <u>10/23/2013</u>
State: <u>PA</u>	Status: <u>Approved</u>	Type of License: <u>ELS/NBS</u>	License No: <u>A-2015-2501712/1704</u>	Date Issued: <u>2/25/2016</u>
State: <u>IL</u>	Status: <u>Pending</u>	Type of License: <u>ELS</u>	License No: <u>N/A</u>	Date Issued: <u>N/A</u>
State: _____	Status: _____	Type of License: _____	License No: _____	Date Issued: _____

\*If more space is required please attach a separate sheet of paper with the above information.

Provided in Exhibit \_\_\_\_\_

\*\*Applicant shall provide a copy of any order or decision from the state's public utility commission for each state listed above. Provided in Exhibit \_\_\_\_\_

- 21. List of states in which Applicant has received authority to sell/broker services but is not currently providing services.**

State: _____	Status: _____	Type of License: _____	License No: _____	Date Issued: _____
State: _____	Status: _____	Type of License: _____	License No: _____	Date Issued: _____
State: _____	Status: _____	Type of License: _____	License No: _____	Date Issued: _____
State: _____	Status: _____	Type of License: _____	License No: _____	Date Issued: _____

\*Applicant shall provide a copy of any order or decision from the state's public utility commission for each state listed above. Provided in Exhibit \_\_\_\_\_

- 22. Other Proceedings - List of states or federal jurisdictions in which Applicant or its Affiliated Interests has been denied approval and/or had authority revoked.**

State: \_\_\_\_\_ Date certified: \_\_\_\_\_

State: \_\_\_\_\_ Date certified: \_\_\_\_\_

\*If the applicant has been denied approval or had its authority revoked by a state Commission please provide a detailed explanation for each state. Provided in Exhibit \_\_\_\_\_

☒ Applicant has never been denied or revoked

- 23. List of States or Federal jurisdictions in which the Applicant or any of its Affiliated Interests has been found to be in violation of a state's laws, rules or regulations.**

Provided in Exhibit \_\_\_\_\_

24. Please provide a copy of any settlement, adjudication, or court order with respect to an action filed by a state Attorney General, the Federal Trade Commission, or U.S. Department of Justice concerning the Applicant's participation in retail and federal electricity, natural gas, or telecommunications markets.

Provided in Exhibit \_\_\_\_\_

25. **Pending Proceeding for revocation/suspensions:** Applicant shall provide a list of proceedings in which a revocation or suspension of authority to sell or broker electricity is pending or has been adjudicated, and the name case number, venue, final orders and settlement agreements for each case identified.

State: \_\_\_\_\_ Case Number: \_\_\_\_\_ Venue: \_\_\_\_\_ Final Order No: \_\_\_\_\_ Date Issued: \_\_\_\_\_  
State: \_\_\_\_\_ Case Number: \_\_\_\_\_ Venue: \_\_\_\_\_ Final Order No: \_\_\_\_\_ Date Issued: \_\_\_\_\_  
State: \_\_\_\_\_ Case Number: \_\_\_\_\_ Venue: \_\_\_\_\_ Final Order No: \_\_\_\_\_ Date Issued: \_\_\_\_\_

☐ Additional information provided in Exhibit \_\_\_\_\_

26. **FERC Approval as a Marketer:**

☒ Provided in Exhibit I

27. **Security:** The Financial security requirements of this Section apply only to Applicants that seek an Electric Supplier Certificate to provide service to **Residential and Small Commercial Customers** (does not apply to Standard Offer Service). The Applicant must maintain financial security that complies with this subsection for as long as it holds an Electric Supplier Certificate to supply service to Residential and/or Small Commercial customers. The Applicant must submit a replacement security instrument at least seven days prior to the expiration or cancellation of a previously submitted financial security instrument. Upon termination of an Electric Supplier Certificate, the financial security instrument shall remain in full force until the Commission determines that all obligation of the Electric Supplier have been satisfied.

☒ Security in the amount of \$100,000 provided in Exhibit J

Type of Security used to satisfy this requirement:

- |   |   |
|---|---|
| <input type="checkbox"/> Cash or cash equivalent              | <input type="checkbox"/> Certificate of Deposit |
| <input type="checkbox"/> Stock Proceeds or stockholder equity | <input type="checkbox"/> Letter of Credit       |
| <input type="checkbox"/> Line of Credit                       | <input type="checkbox"/> Loan                   |
| <input type="checkbox"/> Identifiable Assets                  | <input checked="" type="checkbox"/> Bond        |

28. **Any other information:**

☐ Other material submitted in support of the Application. Provided in Exhibit \_\_\_\_\_  
☒ No other supporting material is provided

**29. Verification of Application:** The Application must be accompanied by a signed, notarized verification of a principal officer of the Applicant stating that all information in the application is true and correct as filed to the best of the principal's or officer's belief. Where the Applicant is a corporation or an association, the verification shall be signed by an officer thereof and notarized. (See Attachment A for an example)

☒ Verification is provided in **Exhibit** K

**30. Waiver of certification requirements:** Only applicable to Applicants requesting a waiver.

☐ Applicant requests a waiver of the requirements in Section(s) \_\_\_\_\_. Please provide a detailed explanation in support of the request for a waiver below: *If additional space is required please attach additional sheets of paper to the Application as necessary.*  
Provided in **Exhibit** \_\_\_\_\_

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☒ No waiver requested

**31. Public Notice of Filing:** Each Applicant shall publish notice of the filing of the application in two (2) newspapers having general circulation throughout the State in a form to be prescribed by the Commission.

- The form of notice will be forwarded to the Applicant upon receipt of the Application for an Electric Supplier Certificate
  - Affidavits of Publication for each public notice issued must be provided to the Commission **(The Company should upload a copy of the affidavits of publication into filing in DelaFile as a separate exhibit)**

**32. Marketing Plans and Materials:** If the Applicant intends to serve Residential and Small Commercial, the Applicant shall provide the marketing plan and all marketing materials (please see Reg. 49, Supplier Rule - **Sections 2.2.13 – 2.2.14** for a complete list of materials to be submitted).

Please provide a description of the marketing plan(s) and/or methods Applicant plans to use in Delaware, the description should identify whether Door-to-Door, Telemarketing, direct mail, or other marketing channels will be used and, where applicable, the identification of third party vendors that the Applicant will utilize. Additionally, please include the manner in which the Applicant will ensure oversight, training, and compliance with the Supplier Regulations.



Greenlight Energy plans to market by online  
advertising such as google ads and facebook lead forms.  
Direct mailings through USPS EDDM.  
Telemarketing with in-house sales reps who receive  
hand on training and oversight with strict compliance  
and quality control procedures.


☐ Additional information provided in Exhibit L

33. **Contracts:** At the time of the filing, the Applicant shall provide its Standard Contract and Contract Summary for Residential and Small Commercial Customers. Such contract is subject to review by the Commission Staff and if Staff determines that such contract is not consistent with the Supplier Rules, Staff shall have the authority to require changes in order to make it consistent with the Rules or the Electric Supplier faces denial of its Electric Supplier Certificate by the Commission after a hearing. **Such contract shall be in clear and plain language and include explicit terms and conditions which at a minimum contain the all of the requirements from Section 6.0 of the Supplier Rules.**


Attachment A  
**VERIFICATION**

STATE OF New York )  
COUNTY OF Suffolk ) SS

On this 3 day of July, 2019, personally came before me, the subscriber, a Notary Public in and for the state and county aforesaid, Michael Hartofilis [name of individual who is signing] as the Vice President [authority of individual or title of individual who is signing, e.g., President, Vice President, Sole Member/Manager, Trustee, etc.] of Greenlight Energy [name of company or entity that is filing], known to me personally to be such or having presented to me satisfactory evidence of identity, and acknowledged this document to be [his or her] act and deed and the act and deed of such Corporation [type of filer, e.g. corporation, limited liability company, etc.], that the signature of such individual is in [his or her] own proper handwriting, and that the facts set forth in this application [type of filing, e.g., application, petition, etc.] are true and correct to the best of [his or her] knowledge, information, and belief.

  
Signature of individual  
Printed Name: Michael Hartofilis

**SIGNED AND SWORN (OR AFFIRMED)** before me on this 3 day of July, 2019, by Michael Hartofilis (name of individual who signed above).

  
Signature of Notarial Officer  
Bank of America Relationship Manager  
Title (e.g., Notary Public)

**CATHERINE ROMANO**  
**Notary Public - State of New York**  
**No. 01RO6382258**  
**Qualified in Suffolk County**  
**My Commission Expires Oct. 22, 2022**

My Commission Expires:

October 22, 2022

Attachment B

**Attestation of Submission of Confidential, Proprietary, and Privileged Material**

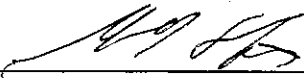
**Per 26 Del. Admin. C. § 1001-1.11**

I, [NAME], [TITLE] of [COMPANY/ORGANIZATION], do hereby attest, under penalty of perjury, that [DESCRIPTION OF DOCUMENT / INFORMATION] is 1) not a "public record" as defined by 29 Del. C. § 10002(l) because it is [DESCRIPTION OF REASON AND SPECIFIC EXEMPTION UNDER 29 Del. C. § 10002(l)]; and 2) is not subject to inspection by either the public or by other parties unless an appropriate proprietary agreement is executed.

As such, I request that the Delaware Public Service Commission accord confidential treatment to [DESCRIPTION OF DOCUMENT / INFORMATION] in accordance with 26 Del. Admin. C. § 1001-1.11.

In compliance with 26 Del. Admin. C. § 1001-1.11.3, I have submitted, attached to this Attestation, for filing a copy of the document described above without the confidential information, with an indication that the claimed confidential information has been deleted.

Executed [DATE] 7/3/19


  
\_\_\_\_\_

[NAME] Michael Florio

[STATE] New York

[COUNTY] Suffolk

Sworn to and subscribed before me on [DATE] 7/3/2019 by [NAME] Catherine Romano

  
\_\_\_\_\_

[NOTARY NAME] Catherine Romano

My commission expires: 10/22/2022

**CATHERINE ROMANO**  
Notary Public - State of New York  
No. 01R06382258  
Qualified in Suffolk County  
My Commission Expires Oct. 22, 2022